

#### KAI PATARU POWER TRANSMISSION LIMITED

Factory & Registered Office:

Plot No. 101, Part-III, G.I.D.C. Estate, Sector-28,

Gandhinagar-382 028, Gujarat. India.

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KPTL/17-18 20<sup>th</sup> June, 2017

**BSE Limited** 

Corporate Relationship Department Phiroze Jeejeebhoy Towers Dalal Street, Fort MUMBAI - 400 001.

Script Code: 522287

Listing: http://listing.bseindia.com

National Stock Exchange of India Ltd.

'Exchange Plaza', C-1, Block 'G', Bandra-Kurla Complex Bandra (E)

MUMBAI - 400 051.

Script Code: KALPATPOWR

Listing: https://www.connect2nse.com/LISTING/

Sub.: Investor's / Analyst Presentation

Respected Sir/ Madam,

In terms of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are pleased to forward herewith updated Investor's / Analyst Presentation.

Kindly take note of the same on your records and oblige.

Thanking you,

Yours faithfully,

For Kalpataru Power Transmission Limited

Mul C. Show

Rahul Shah

**Company Secretary** 

Encl.: As above















**Kalpataru Power Transmission Limited** 

**Investor Presentation** 

# Disclaimer



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# KPTL – Key Facts & Figures



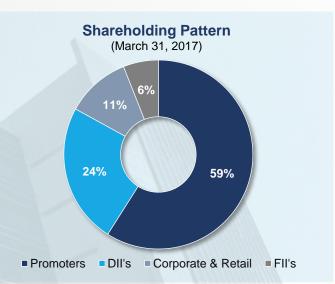






# **Kalpataru Power Transmission Limited**

- KPTL is amongst the largest players in power transmission, oil & gas pipeline and railways infrastructure EPC space with footprints in over 40 countries
- KPTL is part of the Kalpataru Group, a diversified conglomerate spanning Real Estate, Power Generation and Transmission, Construction of Roads, Factories, Buildings and Oil and Gas Infrastructure and Agri-Logistics spaces
- Experience of over 3 decades
- Successfully developed a portfolio of transmission line BOOM projects (PPP model)



# **JMC Projects (India) Limited**

67.19%

JMC Projects (India) Limited a Kalpataru Group Enterprise

- Leading EPC player in civil construction and infrastructure
- Experience of over 3 decades
- Successfully developed a portfolio of road BOOT projects



**Shree Shubham Logistics Limited** 

72.97%



- Integrated business model focused on the midstream segment of agri-commodity value chain
- Manages and operates warehouses across the states of Rajasthan, Gujarat, Madhya Pradesh and Maharashtra

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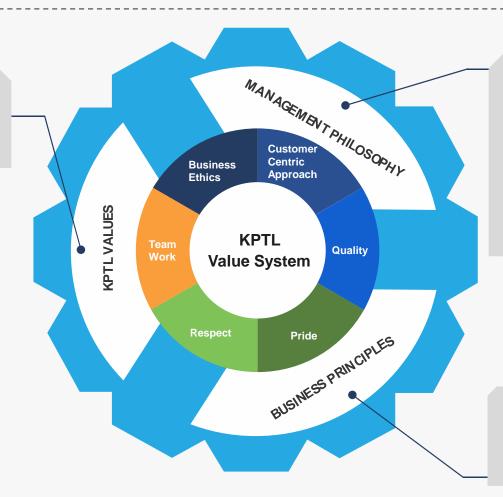


## **Vision**

"To be a dependable leader in energy transmission and construction industry globally while enhancing the value offering in other infrastructure verticals and increase stakeholders' value"

# **Value System**

Permanent & intrinsic ideologies that defines KPTL's day-to-day functioning



KPTL devotes its resources to deliver quality & sustainable energy transmission solutions. Thereby contributing towards betterment of economies & society

Core principles that define commitment to all stakeholders



## **POWER TRANSMISSION & DISTRIBUTION**

Designing & Engineering

3D drafting, analysing & designing software to optimize steel fabrication requirements.

Special Designing capabilities for different type of foundations including tower designs and detailing



Over 100 in-house design engineers



One of the largest tower fabrication capabilities in the world integrated with quality control system and material testing.

Galvanizing facilities with a capacity of 1,80,000 MT per annum.



Delivered over 40,000 towers across the world

#### **Milestones**

1983-95 Established tower manufacturing plants in Gujarat

First turnkey transmission line project - 400 KV from NTPC

First 800KV and 1200 KV tower supply

- First overseas turnkey contract 380KV Turkey.
- Expanded fabrication capacity to 108,000 MTs
- Won first BOOT transmission project in Haryana.

Won largest international transmission contract of India – MEW Kuwait US\$ 250 Mn.

- Setup new plant of 55,000 MT's at Raipur.
- 2015 Crossed turnover of INR 72 Bn (consolidated)
- Global footprints expanded to over 40 countries



## **POWER TRANSMISSION & DISTRIBUTION**

T&D Turnkey Solution

Large base of high-end construction equipment and experience to execute projects globally with a workforce of over 15,000 people.



Currently live projects in over 20 countries.



World class in-house engineering and construction team to execute high voltage substations and delivery of special substations for railways in India and overseas.



- Selected as one of the empanelled substation EPC contractor for PGCIL, TBCB projects upto 400 KV AIS
- Secured 1<sup>st</sup> international substation contract in Africa region.

Tower
Testing And
R&D
Center

Fully automatic tower testing facility (upto 1,200 kv tower), helicopter erection simulation of tower through tower crane including R&D stations

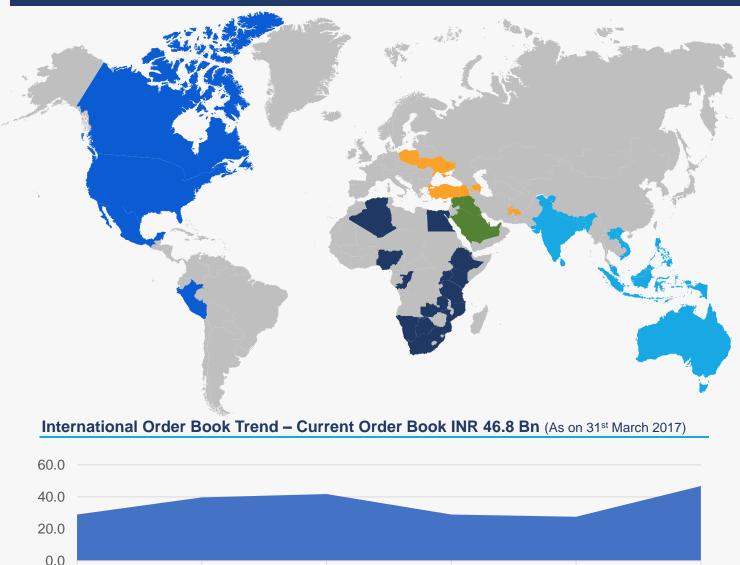


- Helicopter testing facility to test upto 85 metres tower
- Tested over 350 towers for domestic and international clients

## KPTL Global Reach – Over 40 Countries



## POWER TRANSMISSION & DISTRIBUTION



FY14

FY15

FY16

#### **Australasia**

- Australia
- Bangladesh
- Indonesia
- o Laos
- Malaysia
- Nepal \*
- o Philippines \*\*
- Thailand \*\*
- Vietnam
- o India \*\*
- Srilanka \*\*
- o Bhutan \*\*
- Ukraine (CIS) \*\*

## **Americas**

- o Canada
- Mexico
- o Peru
- o USA

## Europe

- o rante
- o Polano

FY17

- Armenia (CIS) \*\*
  - Tajikistan (CIS) \*\*

## Africa

- o Algeria \*\*
- o Congo \*\*
- o Djibouti \*
- o Ethiopia \*\*
- o Kenya \*\*
- o Mozambique
- o Namibia
- o Nigeria
- o S. Africa \*
- o Tanzania \*
- o Uganda \*\*
- o Zambia \*\*
- o Egypt \*\*
- **.**
- o Rwanda \*\*
- o Botswana \*\*

#### Middle East

- o Iraq
- o Kuwait \*\*
- o UAE \*\*
- o Qatar \*\*
- Saudi Arabia \*\*
- \* Projects executed on Turnkey basis
- \*\* Projects under execution on Turnkey basis in 21 countries

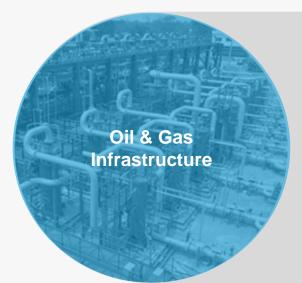
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FY12

FY13



## **INFRASTRUCTURE EPC**



## Segments

Oil & Gas pipeline

Refineries

Gas gathering station

Sub-

marine

pipelines

Process plants

Off-shore well-head platforms

Order Book
INR 9 Bn
(31st March 2017)

Setup 80+ Oil & Gas Stations

Laying of 3,200+ km Oil & Gas Pipelines

## **Milestone**

Started commissioning oil & gas pipeline.

2007 Certification - RINA ISO 9001-2000

2011 Received IPLOCA award

Completed Mundra Bathinda Pipeline Project from HPCL-Mittal Pipeline Ltd of 550Kms

## **Landmark Projects**



PRP KG Basin – Gail Ltd – Andhara Pradesh



Thumbli Water Pipeline— Cairn Energy India – Rajasthan



CGGS & FGS Projects – Oil India Ltd– Assam



Vijaypur-Dadri Pipeline Project - GAIL Ltd - MP & UP



Mundra Bathinda Pipeline Project – HPCL Mittal Pipeline Ltd – Gujarat & Rajasthan



Panvel Dabhol Pipeline Project-Gail Ltd -Maharashtra

## Clientele





















## **INFRASTRUCTURE EPC**

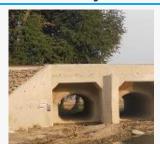


## **Milestones**

2010 Starte

Started operations

## **Landmark Projects**



Taljhari – Maharajpur (West Bengal)

2012

Won first international project in Bangladesh



Started participating in DFC opportunities



Tata Steel Plant – Kalinganagar (Odisha)

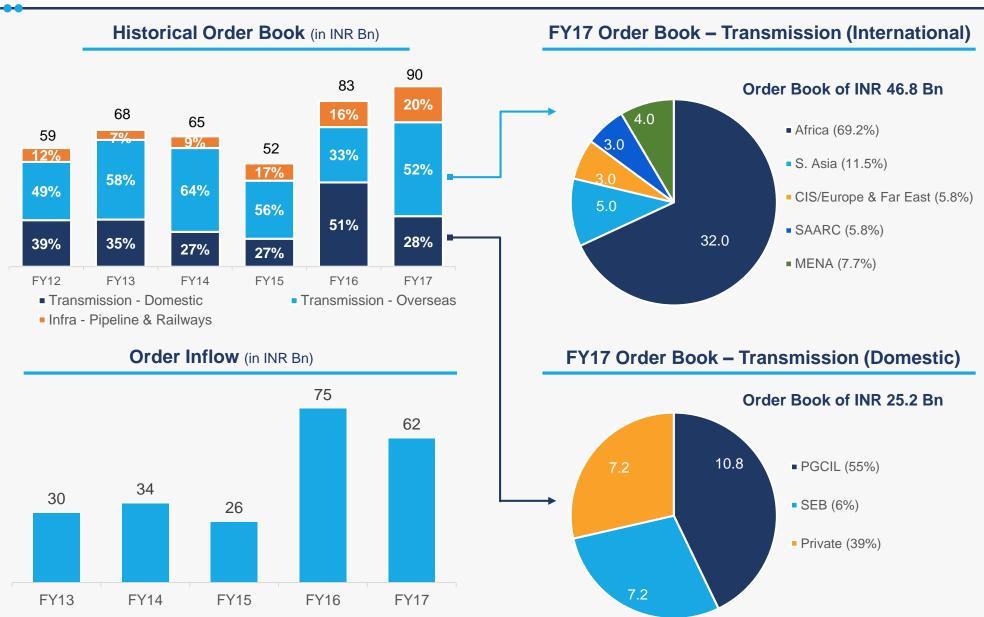


Tamluk – Basulya (West Bengal) – RVNL



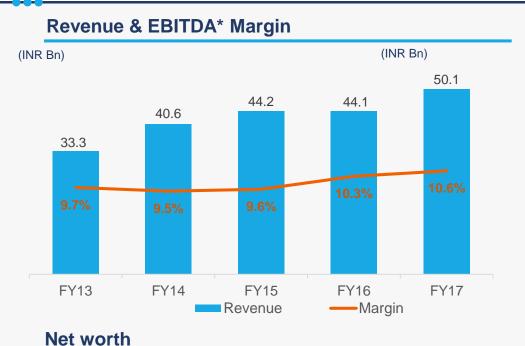
Ahmedabad-Palanpur (Gujarat) - Core



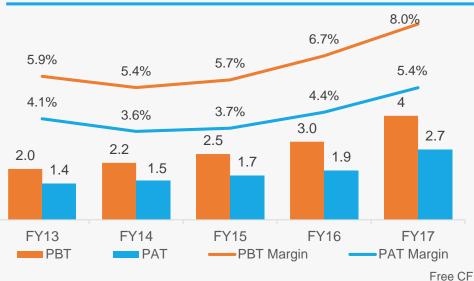


# KPTL - Financial Highlights (Standalone)





# **PBT, PAT & Margins**



## Dalett O D/E Datia

(INR Bn)

24.8

19.5

20.7

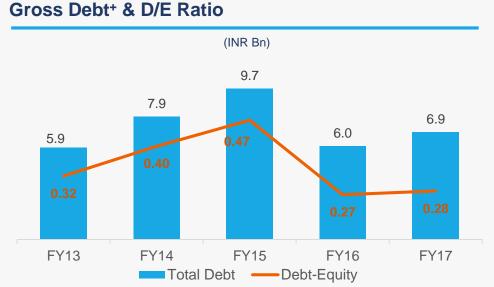
FY13

FY14

FY15

FY16

FY17

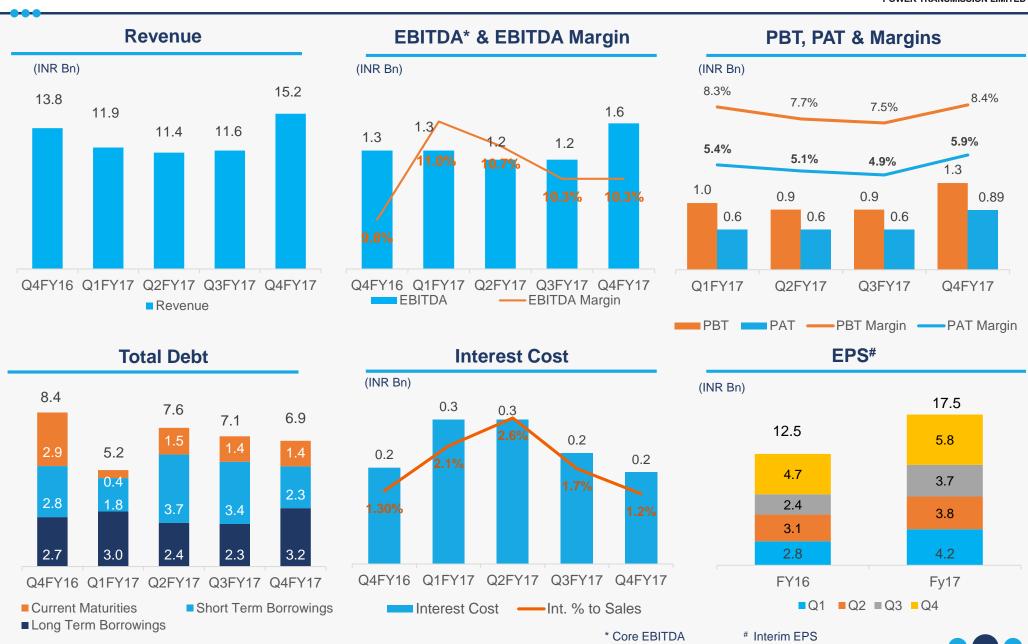


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<sup>\*</sup> Core EBITDA Margin \* Total Gross Debt (including maturities)

# Financial Highlights (Standalone) – FY17 Quarters







## **ASSET CREATION**



Successfully developed a portfolio of transmission line BOOT project in India

#### **Milestones**

- Won first transmission line DBFOT project in Haryana
- Commissioned first transmission DBFOT project
- Received early Completion of Transmission Award for the year 2012 by Ministry of Power.

- Executed second transmission line DBFOT project in MP
- Won third transmission line BOOM project
- Won fourth transmission line BOOM project

# **DBFOT/BOOM Projects**

Projects	Jhajjar KT Transco Pvt. Ltd.	Kalpataru Satpura Transco Pvt. Ltd.	Alipurduar Transmission Ltd.	Kohima Mariani Transmission Ltd.
Model	Annuity based	Annuity based	Annuity based	Annuity based
Project Scope	400 kv/220 kv transmission line of 100kms in Haryana	400 kv Satpura–Ashta DCDS transmission line of 240 kms in MP	Transmission system for transfer of power from new hydro electric power projects in Bhutan on BOOM basis	Transmission system for North Eastern Region Strengthening Scheme (NERSS VI) on BOOM basis
SPV ownership	Kalpataru Power - 51% & Techno electric - 49%	Kalpataru Power - 100%	Kalpataru Power - 100%	To be finalised
Project Cost	INR 4.5 Bn	INR 3.4 Bn	INR 11.5 Bn	To be finalised
Concession Period	25 yrs.+ 10 yrs. extendable	25 yrs.+ 10 yrs. extendable	35 Yrs.	35 Yrs.
Current Status	Generating revenue of INR 540 Mnpa	Generating revenue of INR 380 Mnpa	Under Development, Achieved financial closer	SPV Acquired
Completion date	Commenced operation in March 2012	Commenced operation in April 2015	FY19	FY20

Investor Presentation



# **ASSET CREATION**



- Operating 2 biomass based power generation plants of around 16 MW in Rajasthan
- o PPA's with state electricity boards
- Both plants earns Certified Emission Reductions (CER's) on usage of agriculture residues



Logistics infrastructure to collect ~200,000 MTs of waste

Gold Standard Certification\*

Particulars	Plant 1	Plant 2	
Location	Padampur in Ganganagar District, Rajasthan.  Uniara in Tonk District, Rajasthan.		
Plant Consumption	Agricultural waste and crop residues (biomass) as inputs.		
Capacity	7.8 MW	8 MW	
Registrations & Certifications	<ul> <li>UNFCCC in 2003</li> <li>Benefited from CERs (Certified Emission Reduction) in 10 years.</li> <li>Achieved Gold Standard Certification in 2012.</li> </ul>	Achieved Gold Standard Certification in 2009.	



\*Gold Standard is the only premium quality standard for carbon emission reduction projects with added sustainable development benefits and guaranteed environmental integrity.



# Major Operating Subsidiaries





## JMC Projects Ltd.

JMC Projects Limited is a full-scale infrastructure EPC player in all verticals viz. Buildings & factory, Roads & Flyovers, Water & Railways, Industrial and Power BOP

Experience of over 30 Years

Turnover **INR 23.4 Bn** (FY17)

Market Cap. **INR 8.9 Bn** (31<sup>st</sup> Mar.2017)

**Employees** ~3,500

# **Key Projects**



Power Grid Corpn., Gurgaon



Infosys Technologies, Bangalore



Indian Institute of Management, Ahmedabad



Elevated Metro Stations, DMRC, Delhi



Cadila Healthcare, Ahmedabad



"Thyagaraj Sports Complex" Commonwealth Games 2010, New Delhi

# **Turnkey Service Provider**



Civil



Firefighting



Mechanical



High-voltage Air-conditioning (HVAC)



Electrical



Landscaping

# **Strong Clientele**

**Factories** 











**Buildings** 















**Power BOP** 







**RELIANCE** 





Infrastructure (Roads, Metro, Water)







# JMC Projects - Order Book profile







# Order Book – INR 70 Bn (in%) (As on 31st March 2017) B&F\* - Private B&F\* - Government Infra - Domestic Infra - International Others

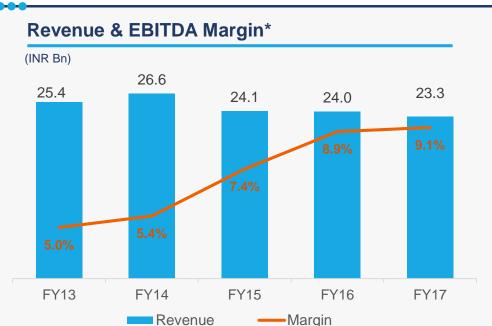


	Stock Informa	tion
	(As on 31 <sup>st</sup> Mar.201	7)
	Stock Price	INR 265.55
<b>(\$)</b>	Market Cap.	INR 8.9 Bn
	Net Worth (FY17)	INR 6.9 Bn
	Debt-Equity Ratio	0.95:1
	Credit Rating	A+

\*Buildings & Factories

# JMC - Financial Highlights (Standalone)



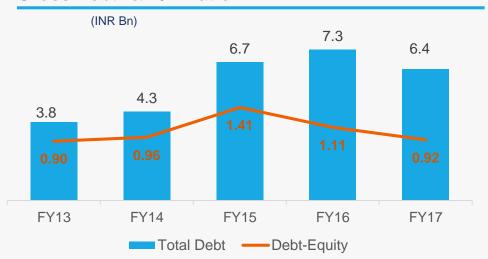


#### **PAT & PAT Margin** (INR Bn) 3.6% 2.7% 1.8% 2.6% 1.1% 1.80% 0.6% 0.84 1.20% 0.90% 0.65 0.70% 0.59 0.44 0.43 0.30 0.30 0.20 0.20 0.16 FY13 FY14 FY15 FY16 FY17 PBT PAT ---PBT Margin PAT Margin

## **Net worth**



## Gross Debt+ & D/E Ratio



<sup>\*</sup> Core EBITDA Margin + Total Debt (including maturities)

<sup>^</sup> Right issue of INR1.5Bn in Jan.2016

# JMC Projects - Road BOOT Projects



Projects	Kurukshetra Expressway Pvt Ltd.	Brij Bhoomi Expressway Pvt Ltd.	Wanganga Expressway Pvt Ltd.	Vindhyachal Expressway Pvt Ltd.	Avg. Daily Revenue of all BOOT Projects  (INR Mn/day) 19% 5.9
Model	Toll Based	Toll Based	Toll Based	Toll Based	5.0
Project Scope	Four laning of 83 kms on NH 71 in Haryana under NHDP Phase III between Rohtal to Bawal	2 laning of 79 kms of Agra – Aligarh section on NH 93	4 laning of 45 kms Nagpur – Wainganga section on NH 6, connecting Kolkata & Surat	Four laning of 89 kms on NH 7 from Rewa bypass to hanumana border (MP/UP border)	Q1FY16 Q1FY17
SPV ownership	JMC Projects 51%  SREI 49%	JMC Projects 100%	JMC Projects 100%	JMC Projects 100%	4.6 5.1 Q2FY16 Q2FY17
Project Cost	INR 10.35 Bn	INR 2.65 Bn	INR 4.5 Bn	INR 5 Bn	<b>6%</b> 5.6
Debt	INR 7.9 Bn	INR 1.6 Bn	INR 3.3 Bn	INR 5 Bn	5.5
Grant	-	INR 0.5 Bn	-	-	Q3FY16 Q3FY17
Equity	INR 2.4 Bn	INR 0.5 Bn	INR 1.2 Bn	INR 1.9 Bn	10%
Premium Payment	INR 0.12 Bn. p.a.	-	INR 0.3 Bn. p.a.	INR 0.04 Bn. p.a.	5.4
Concession Period	28 Years	15 Years	18 Years	27 Years	Q4FY16 Q4FY17

# Major Operating Subsidiaries







# **Shree Shubham Logistics Ltd**



Turnover INR 0.56
Bn
(FY17)

ISO 9001:2008 & 22000:2005 certified co. Employees ~300

- Post-harvest value chain for agri-commodities with services that include warehousing, procurement, primary processing, trading, collateral management, funding facilitation, funding, testing & certification, and pest management
- Warehouses across the states of Rajasthan, Gujarat, Madhya Pradesh and Maharashtra
- SSL has been approved as an assayer and a warehouse service provider to market trade participants

## **Timeline**

- 2007 Incorporated

  2009 Accreditation with NCDEX as warehouse service provider
  - 2010 Entered into MOU with RSWC for management of their warehouse
- 2011 WDRA accreditation
- PE investments









#### **Domestic**

Opportunity worth **INR 1.4Tn** over FY17-22

#### International

Overall capex of **USD1.8tn** over FY14-30.

#### **Substations**

Opportunities worth **INR1.2tn** over FY17-22



#### Overall

Estimated spending of **INR 8.5Tn** over next 5 yrs

## **Electrification**

Expect **10,000 kms** of line electrification by 2020

## **Broad Gauge Lines**

**7000 kms** of broad gauge lines in FY19



## Roads

Over **INR 5.0tn** of investment in next 5 years (MoRTH)

## **Smart Cities**

Opportunity worth **INR 1 Tn** for building 100 Smart cities over FY17-22

## **Factories**

25-30% of the opportunity coming to Indian manufacturers

## Metro

Over **INR 25Bn** of orders in pipeline for FY17-18

# Key Management





Mr. Mofatraj P. Munot | Chairman

Founder, Promoter and Chairman of Kalpataru Group with around 50 years of experience in the field of Real Estate and Property development, Civil Contracting & various industries



Mr. Parag Munot | Promoter Director

Director of the Company since 1991. An M.B.A. from the Carnegie Mellon University and has nearly 18 years of experience in real estate and property development



Mr. Manish Mohnot | Managing Director

CA, ICWA & advanced management program from Harvard University, USA. He is having experience of two decades in areas related to power, oil and gas, infrastructure and other sectors related to Infrastructure.



Mr. Rajeev Dalela - President (TLD & SAARC)



Mr. Kamal Jain - Director (Finance) & CFO



Mr. Prasun Kumar Dutta - Sr. Vice President (Substation Div.)



Mr. D. B. Patel - Director (Operations)



Mr. Anil Kumar - Sr. Vice President (Railways)



Mr. Sanjay Dalmia - Director (International Business)



Mr. Saurabh Gupta - Sr. Vice President & Head (BOOT Assets)



Mr. Gyan Prakash - President & CEO (Infra Projects)

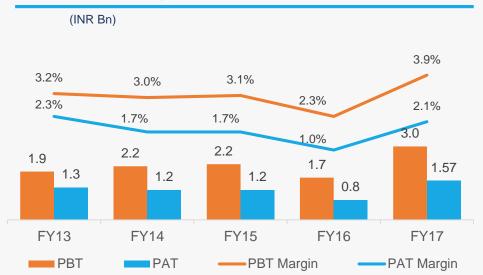
# Financial Highlights (Consolidated)







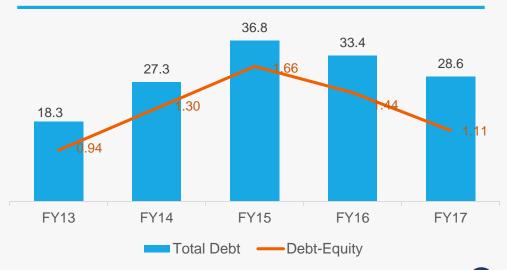
## **PBT, PAT & Margins**



## **Net worth**



## Gross Debt+ & D/E Ratio



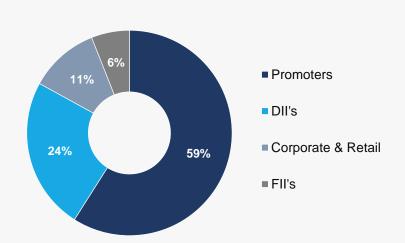
<sup>+</sup> Total Debt (including maturities)

<sup>\*</sup> Core EBITDA Margin + T

# **Stock Information**



## **Shareholding Pattern** (as on 31st March 2017)



## **Top Institutional Holders** (As on 31st March 2017)

	Market Value (in USD Mn)	%O/S
HDFC Asset Management Co. Ltd.	62	7.38%
HSBC Global Asset Management (Hong Kong) Ltd.	28	3.38%
ICICI Prudential Life Insurance Co. Ltd.	25	3.00%
Reliance Nippon Life Asset Mangement Ltd.	18	2.16%
DSP BlackRock Investment Managers Pvt Ltd.	18	2.12%
ICICI Prudential Asset Management Co. Ltd.	16	1.95%
Dimensional Fund Advisors LP	11	1.27%
Sundaram Asset Management Co. Ltd.	09	1.01%

## Stock Data - NSE (as on 31st March 2017)

Stock Price

INR 322.70

52 Week High/Low

322.70 / 202.00

Avg. Volume (1 month)

**66462 shares** 

(\$)

Market Capitalization

INR 49.5 Bn

Shares Outstanding

153 Mn

(%)

Free Float

INR 20 Bn / 40.6%

# **Credit Rating**

FY17

AA

Source: Factset & NSE India











100+ patients visit Seva Kendra on daily basis

30,000+ new cases have been registered till date

250+ hearing impaired students benefitted from Cordless F. M. Loop **Amplification System** 

1,010 students & 65 teachers benefitted through Modern Library and Study Centre

Supported 734 schools in the vicinity of Gandhinagar, Gujarat

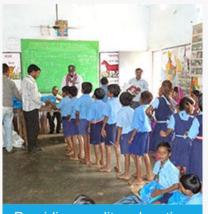


to benefit teachers





Modern Library & Study Centre



Providing quality education facilities

# Learning & Development



## Running In-house Training Centre over 10 years with state-of art infrastructure



Spread over 120,000 sqft area



Well-resourced library



Training halls for 300 students



Hi-tech Computer Centre



Additional discussion rooms



Boarding for 100 students

Tie-ups with
esteemed education
institutes like NIRMA
& AES\* to groom
managerial skills

Imparted training to over 10,000 mandays

Conducted **over 500** training programs

<sup>\*</sup> Ahmedabad Education Society

# **Employee Initiatives**



#### **GYANODAYA**

Inculcates behavioural & technical competencies for fostering better personal performance, growth & operational excellence

## Kalpa-Saathi

A 'Saathi" is assigned to new joiners for acquaintance with the organizations Culture, Systems and Processes

#### **Coffee with HOD**

Employees get to know each other over a cup of coffee in a relaxed canvas

#### Maan Ki Baat

Platform for expressing concerns/ suggestions & ideas from new entrants and providing proper guidance where necessary

## **Career Progression Review**

An assessment and future road of employees' career growth within the organisation

## Speak-Out Communication Meeting

An opportunity to understand organizations progress & institute employees about the way forward set by management.

#### **SWAGAT**

A 2 days Employee Orientation Programme for all new entrants

## "Kalpa – Gaurav"

Rewards & recognition for outstanding contribution & promote and encourage hard work/ pride/ trust/ innovation & improvement amongst employees







# **Awards**



2015-16

 Winner Of Best Transmission Line EPC Player In India For 2015-16 by PGCIL  Runner Up In Maximum Volume Of Work In 2015-16 On Project by PGCIL Winner Of Best Safety Norms
 On PGCIL Projects For 2015-16

2011-14

Start Trading House Status Confirmed By Ministry Of Commerce And Industries For The Year 2010-14

2006-10

- Certificate Of Excellence 2009-10 From Container Corporation Of India Ltd. For Largest Volume Of Exports
- $\circ$  Gujarat State Safety Award 2008
- Exporter Excellence & Emerging Exporter Award From Dun And Bradstreet, June 2008

- The Best Emerging Value Creator (Mid Size Companies) Runner Up For Outlook money- NDTV Profit Awards 2007
- Rated As Fastest Growing Mid-Cap Company Of India Mumbai By Business Today, April 2007
- Listed As India's Most Investor Friendly Companies In Business Today, August 2007
- o JMC Ranked As The Best Wealth Creator Among The Construction Companies By Construction World In November, 2007 Issue

2001-2005

- Shri Kamal Jain, CFO & President Signed An MOU For Investment In New Fabrication Plant At Gandhinagar And Pipeline Equipments During Vibrant Gujarat - Global Investors Summit In Presence Of Hon. CM Shri Narendra Modi On Jan 2005
- Certified With Export Excellence For Achieving Highest Export In 2002-03 Among Non SSI Units, Awards Were Presented By Hon. Minister For Industry & Commerce Shri Kamal Nath At Kolkata On Jan 2005
- o Awarded With All India Trophy For Highest Exporter To Difficult / New Markets, Non SSI -2001-02

1995-00

- Shri Mofatraj. P. Munot, Director Awarded With Certificate Of Merit From Hon. Prime Minister Of India Shri Atal Behari Vajpayee On May 8<sup>th</sup> 2000
- Excellence Award For Second Highest Number Of Containers ICD - Sabarmati Gujarat Exported In Western India By CONCOR For 1998-99 And 1999-2000
- Trading House Status By Ministry Of Commerce, Government Of India

- Winner Of Awards For Export Performance From Engineering Export Promotion Council (EEPC) In 1995-96, 1997-98, 1998-99, 1999-2000
- First Indian Power Transmission Company To Receive ISO 9001 Certificate

# **Existing Clientele**



Asia / India

















Middle East







South East Asia









**Africa** 















And Many More....





# **Thank You**

## **Contact**

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